



ALLIANCE TO
SAVE ENERGY
Creating an Energy-Efficient World

December 2nd, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Ben,

The Alliance to Save Energy is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance submission for the ***Retrofit Ramp-up and General Innovation Fund Programs*** of the Department of Energy. We likewise welcome the opportunity to provide SEEA with dedicated technical support for this effort, in collaboration with our partners in the Municipal Energy Efficiency Implementation Initiative (MEEII): Smart Power, Clean Energy Solutions, the Cambridge Energy Alliance, and the American Council for an Energy Efficient Economy.

We believe strongly in the merit of the SEEA proposal for several reasons. First, by representing 30 cities in the Southeast we feel that SEEA has created the necessary "critical mass" with this proposal that, if implemented, will lead to genuine market transformation for energy efficiency in the Southeast. Likewise, we feel that the unique competitive process through which most of the cities came together is a model worthy of replication. Finally, the comprehensive nature of the proposed program activities, and the stellar team of technical support that you have assembled, gives us every confidence in the successful prospects for the SEEA bid.

The Alliance is pleased to provide SEEA with technical support for the communications and outreach portion of the project. As you well know from our extensive partnership, the Alliance has long been a leader in designing and executing successful communications campaigns targeting energy reductions in all sectors – consumer, commercial, residential, institutional and industrial. Given this expertise and experience, the Alliance is well positioned to serve SEEA as a facilitator of the communication activities to be undertaken by the individual cities represented in the SEEA proposal. In particular, the Alliance is prepared to facilitate on behalf of SEEA the following communication and outreach activities:

- **Consumer Market Research:** identifying and drafting RFPs for firms with a good track record of conducting informative, useful market research that sheds light on how consumers in the region will likely respond to key energy efficiency messaging and tactics, leading to adoption of home energy efficiency measures.
- **TV and Radio Public Service Advertisements (PSAs):** identifying and issuing an RFP to regional firms for development of TV and/or radio PSAs in English and/or Spanish, as well as consulting on branding and marketing (including packaging) associated with issuing PSAs to state, regional and local TV and/or radio stations.
- **Media Outreach:** selecting appropriate and effective regional media outreach vehicles for reaching consumers, including traditional media (print, TV, radio, website) and social media (Twitter, Facebook,



YouTube, mobile marketing, blogs, broadband media website); and consultation in designing and conducting an earned media campaigns. In this task, the Alliance will also help to select an experienced and reliable vendor to conduct SMTs and RMTs (a series of live or taped interviews with campaign spokespersons scheduled to occur on a certain day and during a certain timeframe, most usually morning news "drive time.")

- **Paid Advertising:** the Alliance will lead consultations regarding the markets, messaging and graphics for paid advertising, including not only TV, radio and print ads but also billboards along highways, at bus stops and in airports.
- **Marketing Materials:** Drafting and issuing RFPs for development and printing of marketing materials, including materials co-branded by SEEA and participating cities.
- **Website Development:** Facilitating development of goals, objectives and audiences for online outreach to inform the design of a new consumer website for the project (in partnership with Smart Power). Drafting and issuing an RFP to web designers for development of a comprehensive energy efficiency website that will serve as the call to action for the regional consumer education/outreach campaign. Utilizing search engine optimization techniques to drive traffic to the website.
- **Metrics:** gathering and interpreting appropriate campaign metrics and analytics to ensure that the campaign fulfills the stated goals, objectives and reporting requirements of the project.
- **Staff Recruitment:** drafting a job description and consulting in the hiring process for a new SEEA Director of Communications who would oversee and manage the above types of work associated with the Retrofit Ramp-Up project.

Once again Ben, the Alliance welcomes the opportunity to provide support for the exciting initiative of the Southeast Energy Efficiency Alliance, and we look forward to working as a member of your team.

Sincerely,

A handwritten signature in blue ink, appearing to read "Brian T. Castelli".

Brian T. Castelli
Executive Vice President,
Programs & Development



December 4, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

**RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
DE-FOA-0000148**

Dear Mr. Taube,

Cree, Inc. is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance application to the Department of Energy (DOE) Energy Efficiency and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) in support of the American Recovery and Reinvestment Act.

Cree is a world leader in energy-efficient LED lighting products, offering LED chips, LED components and LED lighting fixtures to customers globally. Our LED lighting products offer the efficiency, light quality, lifetimes and output required to cost-effectively address the needs for more efficient, environmentally friendly lighting technology. Cree LED lighting products are today deployed in offices, homes, schools, factories, and retail and hospitality establishments.

In early 2007, Cree launched the LED City program to help support and promote the deployment of LED lighting in cities worldwide. Raleigh, N.C. was the inaugural city, and over the past two years, fifteen additional cities from around the world have joined the program. Examples include, Boston, MA; Toronto, Ontario; Austin, TX; Ann Arbor, MI; Huizhou, China; Apecchio, Italy and Gwangju, Korea.

The LED City program connects cities and city administrators interested in LED lighting with their peers in cities who have successfully deployed the technology. Moreover, the program helps to spread the word about LED lighting – it saves energy, saves money and helps to protect the environment.

Cree is pleased to join SEEA as a partner in their application to the DOE, and is willing to provide favorable volume pricing for our lighting products to those cities participating. We enthusiastically support the SEEA application, and look forward to joining with SEEA and the participating cities to advance the energy-efficient LED lighting revolution.

Sincerely,

A handwritten signature in blue ink, appearing to read "Greg Merritt", is written over a light blue horizontal line.

Greg Merritt
Vice President, Corporate Marketing



December 7, 2009

Mr. Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

**RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
DE-FOA-0000148**

Dear Mr. Taube,

MaxLite is pleased to write this letter in support of the Southeast Energy Efficiency Alliance application to the Department of Energy (DOE) Energy Efficiency and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) in support of the American Recovery and Reinvestment Act.

For more than 50 years, MaxLite has led the way in manufacturing and marketing energy efficient lamps and fixtures. Always committed to innovative design, MaxLite has pioneered the new technology, registered product and utility patents, and advanced the benefits of energy efficient lighting. Moving into the future, MaxLite will continue to bring innovative and environmentally friendly products to the market. With in-house research, product development labs, and testing facilities, MaxLite plans to continue and exceed the high standards it has already achieved in product design and support.

MaxLite is pleased to join SEEA as a partner in their application to the DOE, and is willing to provide favorable volume pricing for our lighting products to the participating cities identified in the SEEA application. We look forward to joining with SEEA and the participating cities to advance the energy efficiency of lighting.

Sincerely,

John Broughton

John Broughton
National Utility Program Manager
MaxLite
562-841-2286



To: Ben Taube, Executive Director, Southeast Energy Efficiency Alliance
From: David Burd, Vice President for Business Development, Earth Aid Enterprises LLC
Date: Thursday, December 3, 2009
Re: Earth Aid Proposal for Southeast Energy Efficiency Alliance's Retrofit Ramp-Up Proposal

Earth Aid (www.earthaid.net), a Washington, DC-based energy start-up, has developed a cutting edge new service that, for the first time, enables local and state governments to measure the actual environmental and financial impact of energy efficiency programs, at scale, without any cost or hardware required on the part of the consumer, or any partnerships necessary with area utilities. Earth Aid's service also employs a new approach to residential engagement that, as early results show, has achieved unprecedented levels of engagement (nearly 70% of users return to our web site within 90 days of signing up).

Earth Aid is excited to be partnering with a growing number of municipal governments to perform our tracking and engagement services, and given our unique offerings, there has been particular interest among cities in working with us vis-à-vis their applications for funding via the DOE Retrofit Ramp-Up program. Below, find a description of the services we can provide towards this end. We would be very interested in speaking with cities across the Southeast about providing these services to them.

Background on Earth Aid

Earth Aid (www.earthaid.net), founded in 2007, has developed the first free service that enables individuals to track their electric, gas, and water usage in one place online, receive customized tips to save, and earn rewards for saving—discounts and offers at local businesses. Households sign up online at www.earthaid.net and link their utility accounts to Earth Aid's platform. Earth Aid's patent-pending software then gathers households' consumption data on their behalf from their utility companies and presents that information together on the user's personalized dashboard. Earth Aid provides customized tips to help households save and enables them to compare their usage to that of their friends and family. Members earn points by reducing their utility usage (and inviting and encouraging their friends to do the same); these points can be redeemed for discounts from local businesses.

Measuring the Environmental Impact and Proving the Financial Value of Retrofits: Earth Aid can track and verify the actual environmental impact and financial savings generated by the Retrofit Ramp-Up program for specific municipalities, as well as across the entire Southeast. Our patent-pending technology makes us the only independent player able to deliver a cross-utility, cross-service area data solution and provide this service across the Southeast today, without requiring any cost or hardware on the part of the consumer, or any partnerships with the utilities themselves.

- **Providing Aggregate and Sub-Aggregate Energy and Financial Savings Data (Free):** We can provide municipalities with the actual aggregate and sub-aggregate energy and financial savings achieved from the Retrofit Ramp-Up program, in a given municipality as a whole, as well as community by community—based on the request of the municipal partner. We can do this for no charge. This can prove the environmental impact and financial value of investments made in this program both to the government involved as well as to individual residents.

- **Providing Individual-Level Energy and Financial Savings Data (\$2-\$5 per person, per year, plus \$1,000 set-up fee):** Earth Aid can also provide anonymized individual-level savings data for every household participating in the Retrofit Ramp-Up program in a given community. We can do this at our government/non-profit rate of \$2-\$5 per year for each household tracked (the per-household cost will fall within that range based on the scale of the specific program and any customized analysis requested). This is in addition to a \$1,000 one-time setup fee. This enables governments to parse the consumption and savings data more closely.

Serving as the Community Engagement Partner for the Retrofit Ramp-Up Program. Earth Aid's unique engagement platform—using actual rather than estimated data, pushing out information to residents rather than requiring their ongoing proactive effort, and providing a growing menu of useful and social networking-based features—also can serve as an important residential engagement component of the Retrofit Ramp-Up program.

- **Enabling Residents to see the Environmental and Financial Savings Created by Their Retrofit (Free).** Earth Aid's platform can show households how much energy and money they save because of the retrofit performed on their homes. This makes them more likely to take other energy-efficient actions in the future, and it creates a positive feedback loop that can encourage other residents to arrange retrofits of their homes—through this program or otherwise. We also can feature the logo of the municipality or Retrofit program on each user's personalized Earth Aid dashboard, constantly reminding them of who brought them those savings. We can do this for no charge.
- **Developing a More Customized Platform to Display Savings (Variable Cost).** In addition, we can also customize the Earth Aid platform presenting the consumption and savings information to feature specific programs or have a specified look and feel that our governmental partners seek. We can do that for a fee, based on the amount of specification desired.
- **Other Interactive Functionality.** In addition, we also can provide a variety of other interactive functionality for residents:
 - **Building our Rewards Network in Your Municipality (Variable Cost).** Our platform awards points to households when they save energy and water at home, and through our Rewards Network, we partner with businesses to give discounts and offers for which households can redeem those points. This serves as additional incentive to save. We can work with our governmental partners to build this Rewards Network in their municipalities for no charge or a nominal fee, depending upon the commitment of our municipal partners in assisting with recruiting Rewards Partners. This serves as part of businesses' advertising efforts, though there is no charge for them to participate.
 - **Organizing Energy Savings Competitions (Free):** We also can set up energy savings competitions where communities (or any other geographic sub-divisions) compete against one another to save the most energy and/or money, and we can post a leader board showing the highest-saving communities. We can do this for free as well assuming our municipal partners actively promote it.

Providing Additional Tools Built to Your Specification. Earth Aid's platform is extremely versatile, and we are able to provide additional services relating to the Retrofit Ramp-Up (or any other energy efficiency) program built to the specification of our municipal partners.

EGIA Electric & Gas Industries Association

December 4, 2009

United States Department of Energy

**RE: Announcement Number: DE-FOA-0000148; CFDA Number: 81.128
Energy Efficiency and Conservation Block Grant Program (EECBG)**

Dear Sir/ Madam:

The Electric & Gas Industries Association (EGIA), a nationwide non-profit organization dedicated to advancing energy efficiency & renewable energy solutions strongly supports the Southeast Energy Efficiency Alliance (SEEA) application to the U.S. Department of Energy for the competitive Energy Efficiency Conservation Block Grant.

SEEA is a proven leader in facilitating successful collaboration between communities, business, energy service providers and energy efficiency advocates. This grant proposal builds upon that success and will create significant and verifiable energy savings, sustainable green collar jobs and widespread consumer program participation throughout the region.

EGIA is pleased to work with SEEA and support this initiative to help overcome one of the key barriers to widespread investment in home efficiency. EGIA in partnership with GE Money will provide homeowners installing energy efficient upgrades with access to low interest financing through our GEOSmart Sustainable Financing Solutions loan program. The GEOSmart loan program has financed over 40,000 home upgrades valued at approximately \$600 million over the past 4 years alone and will serve as a valuable tool in making home efficiency affordable for consumers participating in the SEEA program.

We urge you to positively evaluate the Southeast Energy Efficiency Alliance application for EECBG competitive funding. EGIA stands ready to assist SEEA in making this effort successful.

Sincerely,



Bruce Matulich
CEO & Executive Director

December 3, 2009

Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

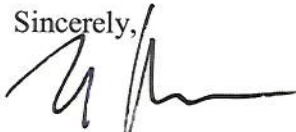
Strategies Group, LLC strongly supports the proposal submitted by the Southeast Energy Efficiency Alliance and its partners for funding under the US Department of Energy (DOE) Retrofit Ramp-up Program. FSG is a leader in working with state and federal governments, corporations, facilities owners and managers, and industry stakeholders to integrate energy efficiency, renewable energy, and sustainability into building systems and business processes, providing engineering, strategy, commissioning, and savings verification services to support operational and maintenance improvement, modernization, and new construction projects.

Our work makes us acutely aware of the need to increase energy efficiency in all sectors of the Southeast's local and regional economy and the significant support that can be provided by energy efficiency to reducing operating costs, mortgage defaults, and job creation among local governments, public and private institutions, and the general public. This proposal builds on recent efforts to unite diverse stakeholders and transform this region's energy use and carbon profile through community-based education, workforce training, building retrofits, and the installation of renewable energy resources.

Our role in this important work will be to provide renewable, efficiency, and sustainability assessments, engineering, commissioning, savings verification, and financial analysis across a diverse range of facilities and sectors, supporting planning, retrofit execution, and green house gas reduction through design-build strategies and innovative financing models such as energy performance contracting and power purchase agreements.

In conclusion, we strongly advocate that the US DOE favorably review this proposal and provide the support needed to expand this region's energy efficiency efforts.

Sincerely,



Matt Pesce, P.E.
Principal

Charles H. (Chuck) Huling, P.E.
Vice President
Environmental Affairs

241 Ralph McGill Boulevard NE
Atlanta, Georgia 30308-3374
Tel 404.506.7716
Fax 404.506.7066
chhuling@southernco.com

December 9, 2009

Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585



Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

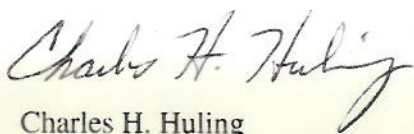
Dear Secretary Chu:

It is my pleasure to submit this letter of support to the Department of Energy ("DOE") in support of the City of Atlanta's participation in a Southeast Regional application to DOE for the competitive Energy Efficiency and Conservation Block Grants ("EECBG") funds coordinated by Southeast Energy Efficiency Alliance (SEEA). Georgia Power will work with SEEA, the City of Atlanta, the City of Decatur, and the Georgia Environmental Facilities Authority to increase energy efficiency in the City of Atlanta and City of Decatur.

Georgia Power intends to provide in-kind support to the City of Atlanta and the City of Decatur's efficiency programs by marketing its Home Performance with ENERGY STAR ("HPwES") pilot program to residents of the City of Atlanta and the City of Decatur. The residents who choose to participate would then be eligible for qualifying incentives from both the Georgia Power HPwES program and the EECBG funded program. The Georgia Power HPwES program was approved by the Georgia Public Service Commission ("Commission") in 2007 as a pilot program. It provides customers with incentives for a whole-house diagnostic assessment (blower door, duct blaster, visual inspections, etc.) to identify ways home owners can improve their homes' energy efficiency. If customers then choose to make qualifying improvements to their home as part of the Georgia Power HPwES program, they can qualify for additional incentives.

Overall, the Georgia Power HPwES program is designed to serve up to a few thousand customers over the initial pilot years and is valued at almost \$6 million in 2010. Georgia Power expects that this program will continue beyond its pilot phase (scheduled to end December 31, 2010), and the Commission will make this decision as part of Georgia Power's 2010 Integrated Resource Plan (to be filed in January 2010). As described in the proposal, we expect the Atlanta and Decatur's programs to identify customers for the Georgia Power HPwES program, and likewise, Georgia Power's HPwES program should identify customers for their programs. The in-kind support from the Georgia Power HPwES program is dependent upon the number of leads passed between the two programs.

Sincerely,



Charles H. Huling

December 11, 2009

Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube:

HarcourtBrown is pleased to offer its assistance to the Southeast Energy Efficiency Alliance for its community partners, now bidding for the Retrofit Ramp-up Solicitation from DOE. We bring a unique set of skills and experience to this effort. Specifically, we:

- Possess a deep understanding of state and national energy efficiency or renewable energy finance markets, needs and opportunities;
- Have designed and created revolving loan programs in states;
- Provide support to states, including Iowa, Colorado, Michigan and Florida as they develop financing instruments to support clean energy;
- Offer in-depth knowledge of credit enhancement options for energy efficiency or renewable energy loan programs;
- Can identify opportunities for leverage in order to significantly expand the pool of capital available to lend;
- Have a deep knowledge and understanding of energy policy and state legislation as a result of more than a decade of work leading the National Conference of State Legislatures energy program.
- Are experienced in assembling partnerships involving public and private entities to provide financing for energy efficiency and renewable energy.
- Work on national energy efficiency or renewable energy financing initiatives – including property tax-based financing, energy efficient mortgages, revolving loan programs and other programs based on multiple sources of capital -- in support of the U.S. Department of Energy as well as national association such as the National Governor's Association, the Southwest Energy Efficiency Project, the Alliance to Save Energy and others.

A description of relevant experience is as follows:

U.S. Department of Energy: Matthew Brown of HarcourtBrown LLC is leading a team of U.S. Department of Energy staff and consultants who are focused on the delivery of technical assistance to state and local governments that are offering finance programs through the use of federal stimulus funds. This effort falls into two major areas: (1) identification of secondary markets for clean energy loans and (2) clarification and development of a set of technical assistance tools for the use of state-based clean energy loan programs. These include development of technical memos on specific topics such as the eligible uses of federal stimulus funds and development of webinars or other outreach efforts.

Michigan Saves: We provide financial advisory services to MichiganSaves, a state-sponsored clean energy financing entity in Michigan that is currently developing credit enhancement mechanisms that can be attached to clean energy loan products offered by lenders in Michigan. HarcourtBrown's focus has been on providing assistance in development of new loan products, development of secondary investor markets for such loan products and on creating appropriate partnerships between MichiganSaves, utilities and lenders.

National Governor's Association (2009): We recently completed work on contract to the National Governor's Association, with funding provided from the U.S. Department of Energy, to advise state governments (primarily state energy offices) on clean energy financing mechanisms. This effort involved working with three separate state government energy offices in Iowa, Florida and Michigan to identify potential new financing mechanisms that could support clean energy, and working with the state energy offices to identify potential programmatic options to put these funding mechanisms in place. The focus of this effort was on potential new sources of capital, such as Qualified Energy Conservation Bonding, leveraging of public with private capital sources, and on potential mechanisms for state energy offices to leverage their sources of capital with private capital. We have recently been awarded a contract from the National Governors Association to conduct workshops for policymakers on energy efficiency finance and to write a paper on financing energy efficiency for an audience of government officials.

Colorado Governor's Energy Office (GEO) (2009): Matthew H. Brown of HarcourtBrown LLC has worked extensively with the GEO on financing issues. Work has focused on three areas:

1. Design and initial implementation of an energy efficiency and renewable energy financing program, leveraging federal stimulus funds through creation of a loss reserve or other similar mechanism. This effort in-depth work with the GEO staff to focus and design a clean energy loan program based primarily on the use of federal stimulus funds as a credit enhancement through a loss reserve, identification of market segments to be served, and design and issuance of a Request for Proposals to recruit lenders to participate in the program.
2. Identification of new sources of funding through such sources as the Colorado State Treasurer's Office. This effort involved extensive negotiations with the Treasurer's office to create a program structure that offered sufficient liquidity of capital while managing the Treasurer's exposure to risk and its return on capital. This effort also involved drafting of a Request for Proposals to select a fund administrator for this program. In the end, this effort created a \$4 million annual commitment from the State Treasurer to capitalize an energy efficiency loan program. This \$4 million will be supplemented by a loan loss reserve and interest rate buydown provided by the GEO.
3. Mr. Brown also worked extensively on behalf of the GEO to assist in establishing a relationship with the Bank of Colorado and create an ENERGY STAR® mortgage program, leveraging GEO funds with BOC funds on a 1:1 basis.

- *Multiple Clients:* Conduct research on best practices in clean energy finance, involving extensive interviews with program managers from state energy offices, utilities, lenders and others. This research resulted in several papers that present and analyze best practices in clean energy finance. These efforts were performed on contract with the Alliance to Save Energy, the Energy Programs Consortium, the Southwest Energy Efficiency Project and others.
- Prior to founding HarcourtBrown LLC, Partner Matthew H. Brown directed the energy program at the National Conference of State Legislatures. Through this work, Mr. Brown provided legislative technical assistance that focused heavily on developing legislative policy options for consideration. He wrote extensively for a state legislative audience in this role, and provided expert testimony in more than 35 states across the country. He provided policy guidance on a host of energy topics including energy finance, assisting with the drafting of energy legislation on the basis of the context in specific states.

We are prepared to provide similar services to those described above to SEEA and its applicant cities for a successful EECBG program. We intend to serve as a program resource to SEEA's in design of clean energy financing programs, providing financing assistance when such communities seek assistance on program design and implementation.

The hourly rate for Matthew Brown is \$150. We estimate a total budget of \$50,000 to conduct this work. We look forward to support of your continued efforts in this area.

HarcourtBrown LLC is a Limited Liability Corporation based in Colorado. The contact information for HarcourtBrown LLC is as follows:

Matthew H. Brown
Principal
HarcourtBrown LLC
6327 South Olive Street
Centennial, CO 80111
Tel: 720 246 8847
Fax: 720 294 9548

Sincerely,



Matthew H. Brown, Principal



1515 N. Courthouse Road, Suite 610
Arlington, Virginia 22201
(703) 778-4544

December 1, 2010

Dear Mr. Taube:

OPOWER is thrilled to have the opportunity to partner with SEEA on the DOE Retrofit Ramp Up application. We are especially excited about the regional market approach SEEA will leverage to maximize investment from multiple constituencies within the Southeast cities and counties that will be partners in this initiative.

OPOWER's Home Energy Reporting Platform was designed to deliver better information to residential energy customers in a way that not only informs but also motivates action in a consistent and predictable fashion. The OPOWER platform is currently deployed in partnership with 22 utilities to nearly one million households across the United States and is seeing robust energy savings in every deployment. On average, OPOWER's platform delivers between 1.5% and 3.5% in demand reduction across all observable customer segments, resulting in energy savings per household that are as high as 500 kWh per year.

Leveraging all existing touch points between the utility and its customers (mail, web and phone), OPOWER achieves a very high-level of engagement. The result has been measureable energy saving actions among up to 80% of the targeted population. In most cases, the platform drives small, and seemingly insignificant changes in daily habits such as lowering thermostats or changing A/C filters, but across the entire report recipient population, these actions add up to significant overall savings. In addition, OPOWER delivers energy savings at a best-in-class cost effectiveness of about \$0.03 / kWh. In addition to these behavioral savings we have found that once customers are "engaged" in understanding their energy use, through the Home Energy Reports, they become much more likely to participate in community sponsored programs such as energy audits and home energy retrofits.

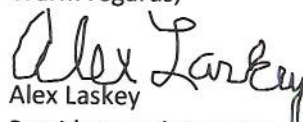
In conjunction with the SEEA Retrofit Ramp Up program OPOWER will leverage the latest in behavioral science and customer segmentation techniques to deliver completely individualized paper reports to each of the targeted households. These reports will provide a contextualized understanding of energy use, allowing report recipients to understand their energy consumption levels vis-a-vis the average consumption in similar sized houses in their neighborhood. This so-called "normative" approach was originally proven to drive measureable behavioral energy savings in small-scale studies by OPOWER's Chief Scientist, Dr. Robert Cialdini. OPOWER's programs today deliver a powerful proof point that such an approach can be scaled to achieve energy savings on an unprecedented scale in the Southeast.

The following OPOWER team members will lead our portion of the SEEA Retrofit Ramp Up program:

Name and Title	Program Role	Responsibilities
Pete Curtice; <i>Director, Client Solutions</i>	Executive	Pete is the executive responsible for the project within OPOWER, and will ensure all resources from OPOWER are available to ensure program success
Catherine Potter; <i>Program Manager</i>	Account Executive	Catherine will act as the primary point of contact at OPOWER, and she will maintain overall responsibility for the success of the Energy Reporting program. Catherine will be intimately involved in the day-to-day operations of the program from its inception and will support current and evolving needs from 2010 – 2012 and beyond.
Anh Pham; <i>Director, Program Management</i>	Deployment Program Manager	Anh will lead the deployment and launch of the Energy Reporting program. She will manage task scheduling and tracking, OPOWER's deployment resources and work plan deliverables. Anh will focus on ensuring that the program is deployed in a timely, efficient and collaborative manner.
Marc Solomon: <i>Vice President, Product Management</i>	Product Executive, Marketing Analytics Executive	Marc will oversee all aspects of product management, from data analysis and benchmarking to the development of Action Steps (tips) and the use of content in both the Energy Reports and the Energy Insider Website.
Tyler Curtis; <i>Director, Business Analytics</i>	Business Analytics Manager	Tyler, with the support of his team, will lead the data analytics components of the Energy Reporting program. He will direct the program selection process, customer segmentation, and all measurement and verification tasks.

OPOWER was founded on a simple premise: It's time to engage the 300 million Americans who are in the dark about their energy use. Engaging customers to drive measurable efficiency gains is our sole focus. We are committed to working with SEEA, DOE and our other partners to deliver large scale energy savings, drive incremental home retrofits and to do so in a cost-effective and sustainable fashion. The entire OPOWER team looks forward to next steps in the DOE RFP process, continuing our strategic partner with SEEA, and making this initiative the most successful Retrofit Ramp Up program in the country.

Warm regards,


 Alex Laskey
 President and Founder

December 8, 2009

Mr. Taube, Executive Director
Southeast Energy Efficiency Alliance
1330 West Peachtree
4th Floor
Atlanta, GA 30309

RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
DE-FOA-0000148

Dear Mr. Taube,

Niagara Conservation Corporation is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance application to the United States Department of Energy (USDOE) Energy Efficient and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) for the Retrofit Ramp-Up Program via the American Recovery and Reinvestment Act funding.

Niagara Conservation Corporation is the industry leader in energy efficient weatherization and water conservation products which are supplied to our clients across the globe. Our products include door and window sealing kits, weather-stripping, caulking materials, programmable thermostats, compact fluorescent lamps (CFL's) and water conserving toilets and hot water conserving showerheads which are cost effective and environmentally friendly. Niagara Conservation Corporation's energy efficient and hot water conservation products are currently retrofitted into offices, single and multifamily homes, low and middle income housing projects, government and public buildings as well schools, retail and hotel facilities throughout the United States.

Niagara Conservation Corporation's energy efficient weatherization and hot water conserving products are utilized in large retrofit programs across the country in many cities, counties and states. These products are distributed through direct and contractor retrofits which have also been funded by community action agencies and utility companies throughout the world. Over the past 30 years our energy efficient weatherization and hot water efficient products have been installed in residential homes through these programs in the cities of Atlanta, New York, Los Angeles, Chicago, Dallas, Miami, as well as Canada, United Kingdom and the Middle East.

We have supported hands-on program execution as a local partner with city program supervisors and agencies through the utilization of our regional distribution sites around the United States which has provided ease of availability, material ordering coupled with the expeditious delivery of product.



it's easy being green.

Niagara Conservation Corporation is excited about joining the SEEA as a partner in their application to the USDOE, and is willing to provide favorable volume discounts and our most competitive pricing for our energy efficient and water conservation products to those municipalities participating in the program. We are enthusiastic supporters of the SEEA application without reservation and look forward to joining with SEEA and the participating cities in advancing the use of the energy-efficient weatherization and water conservation products throughout the United States.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Carl Wehmeyer'.

Carl Wehmeyer



PEREGRINE ENERGY GROUP, INC.

December 2, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube:

Peregrine Energy Group, Inc. is delighted to offer its support for the Southeast Energy Efficiency Alliance (SEEA) proposal for the DOE *Retrofit Ramp-Up and General Innovation Fund Program*. We believe that you have developed an outstanding proposal that will help to achieve DOE's goal of fundamentally and permanently transforming energy markets in a way that make energy efficiency and renewable energy the options of first choice.

As you know, data collection, management and analysis will be one of the many challenges that you face. With a program that covers many cities across several states and that will engender action by hundreds of contractors and many, many thousands of customers, you will need a rigorous approach to data management that serves many functions, including:

- collecting, organizing, and managing numerous types of data
- integrating data collected from multiple sources in a single database
- analyzing the data to determine what it says and what it means
- calculating impacts attributable to the project, including energy saved, jobs created, and emissions avoided
- providing clear and timely reports that satisfy the needs of many audiences, including program management, customers, subcontractors, stakeholders, and DOE

Peregrine proposes to assist SEEA by providing a comprehensive platform for data collection, management, analysis, and reporting. The platform will streamline and standardize the data collection and reporting process, ensuring that SEEA has the information that it needs to track progress, publish results, and meet DOE's reporting requirements. Peregrine will:

- Assist SEEA in identifying the data points to collect in order to both optimize the program and meet DOE's reporting requirements.
- Provide an on-line tool where customers and project subcontractors can enter data directly into a central database for the project. This will enhance both the ease and timeliness of data collection, reducing the time burden on program staff and enabling more up-to-date tracking.
- Provide a web-based, password protected reporting interface. This tool will be available to SEEA and to others (e.g., partners and subcontractors) as designated by SEEA and with levels of information access determined by SEEA. The tool will report all project metrics, including:
 - Energy use by building to enable both prioritization of buildings for energy efficiency investments and tracking of use and savings over time
 - Number of projects completed and customers served

- Dollars invested and dollars leveraged
- Jobs created
- Emissions avoided
- Progress compared to goals

To perform these tasks, Peregrine will draw on our extensive experience with similar projects over the last sixteen years. That experience includes the following:

Community Energy Efficiency Initiatives

Peregrine has been a partner in numerous community-based energy initiatives, including the Cambridge Energy Alliance, Renew Boston, the Massachusetts Governors Energy Challenge, and the Marshfield (MA) Energy Challenge. We understand the requirements of ambitious community scale initiatives and have experienced first-hand the opportunities and challenges they face.

Data Collection, Management, Analysis, Reporting

A centerpiece of Peregrine's business is the collection, analysis, and reporting of energy data. We collect data from numerous sources, organize it in a central database, perform analysis and calculations, and report the data via a web-based interface. Recent projects include:

- **National database of renewable energy projects.** The Clean Energy States Alliance, a national organization of state clean energy funds, engaged Peregrine to establish a national database of all renewable energy projects supported by its member funds. Peregrine collected data for over 68,000 clean energy projects from 16 states. We adjusted the data to normalize the differences in state-by-state reporting practices and consolidated it into a single database. For each state individually and for all states together, we determined and reported: number of projects installed, megawatts installed, megawatt-hours generated, emissions avoided, state funds invested, leveraged funds invested, and jobs created.
- **Municipal energy use reporting for 351 cities and towns.** The Massachusetts Department of Energy Resources has engaged Peregrine to collect and report municipal energy inventories for every city and town in Massachusetts. Peregrine is collecting data directly from the utilities and is providing an online interface that the municipalities can use to enter data about their buildings and oil use. We are consolidating the data from all sources into a single database and providing the towns with a web-based reporting tool where they can review energy use, cost, and emissions by building, by department, and for the town as a whole. The interface also enables towns to benchmark their buildings against other municipal buildings across the state.
- **Community-based energy efficiency initiative.** For the Cambridge Energy Alliance, Peregrine is collecting monthly electricity and natural gas use data for every utility meter in the city of Cambridge, MA – over 75,000 meters. Using this data, Peregrine identifies targets for energy efficiency projects and tracks and report energy use and emissions for individual customers, neighborhoods, and the city as a whole.

Thank you for the opportunity to discuss this project. I look forward to working with you.

Sincerely yours,



Paul W. Gromer

RENEWABLE FUNDING

December 4, 2009

Mr. Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

We welcome the opportunity to support the Southeast Energy Efficiency Alliance on the property assessed clean energy (PACE) program that will be part of your Retrofit Ramp-Up Grant Application to the U.S. Department of Energy.

Renewable Funding has been pleased to work with the States of North Carolina, Louisiana, and Virginia on developing state legislation to enable the PACE program as well as advising on PACE programmatic structures throughout the Southeast Region. We look forward to helping your team implement a PACE program which will complement the retrofit effort in your community and make your program sustainable.

As the only firm in the country with experience both administering and financing PACE programs, Renewable Funding offers unparalleled expertise in helping our partners understand the intricacies of and reduce the risk in carrying out this new financing model for renewable energy and energy efficiency installations. As the summary below demonstrates, we can offer a range of design, administration, and financing services to support your program goals.

Summary of Services

Program Design

1. Design: development of program guidelines, creation of clear underwriting standards, alignment with local goals and policies, and integration with existing programs.
2. Technology: website set-up and customization.
3. Marketing: market demand analysis and promotional and outreach campaign coordination.
4. Resources: assistance applying for state and federal funds/grants.

Administration Design

1. Education & Marketing: development of materials, workshops, and direct outreach.
2. Application Processing: property/project screens and underwriting.
3. Customer Service: addressing property owner and contract questions.
4. On-Going Technology and Reporting Management: tracking of program goals.
5. Origination and Closing Process Management: project quality assurance, closing documentation, and funding disbursement.

Financial Services

1. Adaptable Financing Structures, including micro-bond or pooled bond approaches.
2. Cost Recapture, including via application fee, capitalized expenses, property tax in excess of debt service, installer/contractor fees, and funding from external sources.

Firm Experience

Renewable Funding brings exposure and expertise pioneering the PACE model first in California and now throughout the country. The firm has consulted with many state and local governments, including Arizona, Colorado, Florida, Louisiana, Maine, Missouri, New Mexico, New York, Ohio, Oregon, Texas, Vermont, Virginia, Wisconsin, and others. Renewable Funding is also active on the federal level, having been instrumental in the Congressional clarification extending tax credits to renewable energy financing programs sponsored by local governments. The firm has worked with the U.S. Department of Energy, Environmental Protection Agency, White House, and other federal agencies to develop policy for PACE programs and to assist in building a national model.

Our clients include:

- **Berkeley, California.** Renewable Funding administered and financed the Berkeley program starting in late 2008. The first of its kind, the program received attention internationally. The \$1.5 million pilot program financed solar PV and was met with high participant support, being fully subscribed in 9 minutes. Renewable Funding purchased all bonds associated with the program.
- **Boulder County, Colorado.** Renewable Funding assists Boulder County, which includes the county and 10 incorporated cities, in the administration of its ClimateSmart Loan Program. In the first application round, Boulder's program financed solar and energy efficiency projects for nearly 400 property owners for a total amount of approximately \$7.7 million in financing. Renewable Funding provides origination services for the County.
- **San Francisco, California.** Renewable Funding has been selected to administer and finance the San Francisco Sustainable Financing Program. The firm has worked closely with the City in designing a program that provides financing for renewable and energy efficiency projects for residential and commercial property owners. The program is expected to fund over \$40 million in projects upon its launch in early 2010. Financing partners include New Resource Bank, OneCalifornia Bank, and Stone & Youngberg.
- **CaliforniaFIRST Statewide Financing Program.** Renewable Funding is developing the California-wide program sponsored by the California Statewide Communities Development Authority, a joint powers authority. Over 100 local jurisdictions with over 10 million people are participating in the first phase of the program. Renewable Funding will administer and finance the program, which will organize cities and counties throughout California to achieve economies of scale for the bond issuance. The program will fund renewable energy and energy efficiency projects for residential, commercial

and industrial property owners. The program is currently on a timeline to launch in mid-2010 and is expected to finance over \$1 billion in projects. The Royal Bank of Canada is the underwriter and financing partner for the program.

In addition, our firm has been selected to administer and/or finance programs in:

- Albuquerque, NM;
- Los Angeles County, CA; and
- San Diego, CA.

As a result of our diverse experience, we are familiar with different legal and procedural structures as they evolve in different states and communities.

Financing

Renewable Funding's access to a range of capital sources permits the firm to provide flexible financing plans for our program partners. This allows programs to adjust to market conditions in order to capture the most competitive financing rates, ensuring the lasting success of programs we support. Renewable Funding both delivers our own financing as well as provides financing through partners such as Barclays, Citigroup, and Royal Bank of Canada Capital Markets. In addition, we have built a sophisticated software platform, which keeps costs low and allows property owners to move efficiently through the application and funding process.

We would welcome the opportunity to work together, including with your local partners and governments, to lend our knowledge and experience on PACE to meeting local environmental and workforce development goals.

Best regards,



Cisco DeVries
President



Mimi Frusha
Chief Operating Officer

Qualifications

**Government Services
and Program Management**

Reznick Group, P.C.
2002 Summit Boulevard, Suite 1000
Atlanta, Georgia 30319
Main: 404-847-9447
Main Fax: 404-847-9495
www.reznickgroup.com

December 3, 2009

Overview of Reznick Group

Reznick Group is a national public accounting and business advisory firm. Founded in 1977, the firm is ranked as the 13th largest accounting and business advisory firm in the United States. Reznick and/or its principals are licensed in all 50 states and jurisdictions in which we practice with nearly 1,200 professionals and staff. We maintain offices in Atlanta, Baltimore, Charlotte, Los Angeles, Austin, Chicago, Sacramento, Bethesda, Md., and Tyson's Corner, Va.

With over 30 years of experience providing accounting, tax, and business advisory services to clients nationwide, Reznick Group continues to grow nationally, expanding our services, and building upon our leadership as industry experts. Now, more than ever, it is our affirmation to provide our clients with the experience, quality work product, and sound business advice they value. Our national reputation allows us to attract the best and brightest in the industry while our local expertise provides our clients with the specialized service they demand. Reznick Group is:

- Registered with the Public Company Accounting Oversight Board (PCAOB).
- A member of the Securities and Exchange Commission's (SEC) Practice Section and the Private Companies Practice Section of the American Institute of Certified Public Accountants (AICPA).
- A member of the AICPA Major Firms Group, which includes firms with 50 or more AICPA members (excluding the Big Four firms).
- A charter member of the International Group of Accounting Firms (IGAF).
- Named a "Best of the Best Firms" by *Inside Public Accounting* (formerly *Bowman's Accounting Report*) in its "Top 25 Best Firms" for the years 2004, 2005 and 2007.
- Member of the AICPA, Governmental Audit Quality Center

Governmental Service Team

Every day, finance and accounting professionals working in the government sector are required to address a wide variety of audit, accounting and reporting matters. Reznick Group, through our Governmental Service Team, assists federal, state, and local governments in dealing with complex financial and management issues, compliance requirements, and other critical challenges. Our services include:

Accounting and Financial Services

- Financial Audit and Audit Readiness
- Quality Control and Quality Assurance
- Forensic Accounting
- Internal Audit
- Contract Audits/Recovery Audits
- Operational Assessments and Cost Efficiency Audits
- ABC Reviews and Audits
- Compliance and Monitoring

Program Services/Project Management

- Full Life Cycle Program Development and Implementation
- Needs Assessments
- Federal and State Government Policy Group
- Grant and Loan Program Administration
- Compliance and Monitoring
- Fraud, Waste, and Abuse Control
- System Implementation

Our Governmental Service Team has significant knowledge of federal accounting standards, federal financial improvement regulations, economic stimulus reporting requirements, information systems auditing standards, and state and local regulations. We employ a proven project management approach that provides clients with a repeatable and reliable process. This helps them achieve their business goals and facilitate communication, scheduling, staffing, administration, compliance, and reporting.

Reznick Group is a national leader among full-service certified public accounting and business advisory firms specializing in providing accounting, audit, and consulting services to government agencies and entities in the private sector. Reznick Group has provided audit services to local and state governments and governmental entities consistently for the past 18 years, especially those entities requiring a single audit in accordance with OMB Circular A-133. We have helped our clients to prepare financial statements that are meaningful to the general public and have served as consultants with respect to internal controls and special projects.

Through our work with many governmental entities, we have extensive experience with the many major federal programs including:

- U.S. Department of Homeland Security
- U.S. Environmental Protection Agency
- U.S. Department of Transportation
- U.S. Department of Housing and Urban Development
- U.S. Department of Energy

OMB Circular A-133 Compliance

Reznick Group has extensive experience conducting audits in accordance with the standards for financial audits contained in Government Auditing Standards (the Yellow Book) issued by the Comptroller General of the United States, the requirements of the Single Audit Act Amendments of 1996 (Single Audit Act) and the provisions of U.S. Office of Management and Budget Circular A-133 (OMB A-133). Currently Reznick Group performs over **1,500 audits** annually in accordance with Government Auditing Standards. As such, we routinely participate in Quality Assurance Reviews (QARs) from government oversight agencies, as well as internal and external SEC practice peer reviews. In order to audit government grants, cooperatives and contracts, the auditor must possess the combined knowledge of all applicable sections of the Code of Federal Regulations, Federal Acquisition Regulations, OMB Circulars and Bulletins, Government Auditing Standards and GAAS in the United States. Reznick Group performs tests of controls to evaluate the operation of internal control policies and procedures relevant to the prevention and detection of material noncompliance with specific program requirements, general program requirements and requirements governing claims for advances and reimbursements and amounts claimed under direct and/or indirect federal awards. Our audits are relied upon as an independent assessment of the performance of an organization's program or activity functions, contributing to the government's evaluation and assessment of public accountability, as well as to facilitate corrective action, if necessary.

Selected Experience Summaries

Department of Energy

Reznick Group has been actively engaged with the educating the Department of Energy on the monetization of tax benefits and various tax structuring. Specifically, Reznick Group has helped identify what incentives are available, how to maximize their value and how to circumvent issues raised when tax-exempt or governmental entities are involved. Reznick Group also drafted a fact sheet which describes how tax-exempt entities can indirectly benefit from the energy investment tax credit for the installation of fuel cell systems. As a result, Reznick Group also was involved in the drafting of the guidance on the Section 1603 grant program that currently is referenced on the DOE's web site.

Mississippi Development Authority (MDA) Disaster Recovery Programs

Reznick Group was prime contractor for multiple Mississippi Development Authority (MDA) Disaster Recovery programs following Hurricane Katrina. We provided program management and oversight for the distribution of federal block grant disaster recovery funds for the MDA Homeowner Assistance Program, Small Rental Assistance Program, and the Mississippi Elevation Grant Program. Reznick developed procedures and protocols to evaluate and process applications and award grant funds, implemented grants management systems, established application intake centers, hired and trained more than 300 local Mississippians, ensured compliance with federal and state regulations and provided a means to track and monitor the program and prevent fraud, waste and abuse. Reznick was directly involved in the distribution of more than \$2.5 billion under this program. The programs' structure, personnel and process were multi-focused, having oversight and responsibility for the seamless integration of HUD, FEMA, SBA, and state policy requirements.

State of Texas

Reznick Group is currently engaged as a subcontractor in two Federal disaster recovery grant programs that are a key part of the State of Texas' efforts to rebuild in the aftermath of hurricanes Katrina, Wilma, and Rita. The purpose of these programs is to distribute approximately \$200 million in U.S. Department of Housing and Urban Development (HUD) CDBG funds to Texas homeowners in grants or deferred forgivable loans to rehabilitate, reconstruct, or replace their homes. These programs are executed under the auspices of the Texas Department of Housing and Community Affairs' (TDHCA) Homeowner's Assistance Program (HAP) and Sabine Pass Restoration Program (SPRP).

The scope of work for the Texas HAP and SPRP administration includes the people, processes and tools to support determining and validating homeowner eligibility, calculation of HAP / SPRP benefit amounts, and management of the disbursement of Funds. Our experience on this project involves complex, large-scale program operations. Through our performance of disaster recovery programs, Reznick has developed extensive knowledge of the stakeholders involved in homeowner assistance processes on the Gulf Coast. Communication with stakeholders has included:

- TDHCA - Development of final policies and procedures, status reporting, issues, and support of TDHCA in communications with HUD and the media

- Citizens of Texas – to keep applicants apprised of the program and its progress
- Local organizations including the Councils of Government and faith based organizations, insurance companies, FEMA, HUD, National Flood Insurance Program, Small Business Administration, and other Texas stakeholders

State of Louisiana, Road Home Transition Team

In the fall of 2008, the State of Louisiana chose Reznick Group to provide staff augmentation consulting services in support of the Road Home Transition Team. The Transition Team was responsible for transitioning the work performed by the Previous Primary Road Home Contractor to a new Primary Contractor. The firm's responsibilities under the State of Louisiana's Transition Team Contract included the following:

- Transition Requirements and Planning
- Development/Processing/Evaluation of Business Operations Procurement Request for Proposals (RFP's)
- Project Management and Transition Administration
- Road Home Long Term Monitoring Plans
- Other OCD/DRU Programs Monitoring Plans

Key Engagement Team

Edward E. Lusk, Jr., CPA, CVA – Principal

Edward Lusk is an Audit Principal in the firm's Atlanta Office with over 15 years of public accounting experience. His professional experience includes extensive audit, accounting and litigation services. Mr. Lusk's areas of industry expertise include real estate, healthcare, construction, professional service firms, mortgage bankers and brokers, benefit plans, government, and non-profit. The clients he services range from small, closely-held businesses to publicly-traded, global conglomerates. Mr. Lusk also assists clients in reorganizing their accounting systems and internal reporting functions, as well as assisting clients in internal control systems analysis, design and implementation.

Concentrating in the real estate arena, Mr. Lusk provides services to developers and owners of affordable housing, multifamily and commercial real estate, syndicators, investors and property management companies. His services include property and fund level audits, cost certifications, net operating income and debt service analysis, cash flow analysis, CAM charge reviews, Section 42 compliance reviews and consulting. Mr. Lusk also assists his clients in locating, negotiating and acquiring interests in low-income housing tax credit projects. Mr. Lusk is a frequent speaker on various low-income housing tax credit topics and provides his clients with one-on-one educational workshops.

- **Education**
Bachelor of Science, University of Alabama
- **Licenses**
CPA, State of Georgia
CPA, State of Missouri

CPA, State of Washington
CPA, State of Florida
Certified Valuation Analyst

■ **Professional Affiliations**

Member, American Institute of Certified Public Accountants
Member, Georgia Society of Certified Public Accountants
Member, Florida Institute of Certified Public Accountants
Member, National Association of Certified Valuation Analysts
Member, University of Alabama School of Accounting Advisory Board

Michael Hammond, CPA – Principal

Michael is a Principal in the Atlanta office of Reznick Group. Mr. Hammond has over 25 years of business experience in both the public and private sectors. His experience includes 18 years with international accounting firms. He is experienced in financial, operational and performance audits, and process improvement. Michael has spent a significant part of his professional career advising a variety of companies on risk and controls. He is involved in the delivery of business risk assessments and internal audit sourcing engagements for internal audit service delivery. Michael is Reznick Group's Atlanta market internal controls subject matter professional. Mr. Hammond was lead engagement senior manager on the following financial statement audits:

- | | |
|--|--|
| ■ State of Florida Department of Lottery | ■ City of North Miami, Florida* |
| ■ Miami-Dade County, Florida* | ■ City of Pembroke Pines, Florida* |
| ■ Broward County, Florida* | ■ Town of Davie, Florida* |
| ■ Lee County, Florida* | ■ City of Florida City, Florida* |
| ■ School Board of Broward County, Florida* | ■ City of North Bay Village, Florida |
| ■ City of Coral Springs, Florida* | ■ Broward Employment and Training Administration |
| ■ City of Hallandale, Florida* | |

Mr. Hammond served as a project advisor to a national consulting firm on a SAP implementation for the Commonwealth of Pennsylvania. Mr. Hammond served as engagement senior manager to assist the State of South Carolina, Commonwealth of Puerto Rico and School Board of Palm Beach County on the implementation of GASB 34. Mr. Hammond assisted Lee County, Florida in its early adoption of GASB 34. Mr. Hammond conducted an activity based costing project for the City of Coral Springs' parks department.

■ **Education**

B.A. University of South Florida

■ **Licenses**

CPA – Georgia

Daniel R. Worrall, CPA – Engagement Senior Manager

Daniel R. Worrall is a Senior Manager in the Audit and Accounting Department of the Reznick Atlanta office. He has over nine years of public accounting experience encompassing audit, accounting, tax, cost certification and other relevant accounting services as well as over a year of experience as a corporate accountant. Mr. Worrall has provided accounting services for a

variety of clients in the real estate industry as well as real estate clients in the non-profit sector. These services range from financial statement audits, tax return preparation, and the evaluation of internal controls to keeping clients updated on government required standards, and various agreed upon procedures engagements. Mr. Worrall has also been involved in consulting services related to establishing corporate accounting structures and due diligence services related to the sale of companies.

Mr. Worrall's responsibilities at Reznick include planning and performing audit, tax, compliance testing and agreed upon procedures engagements. He is responsible for providing audit, tax and consulting services to multiple real estate clients, some of which have received federally sourced funds. He is also responsible for providing audit services to various public housing authorities and development authorities. Mr. Worrall is also responsible for working effectively with audit associates in the areas of training, supervising, and reviewing their work. Throughout these engagements, he has shown effective communication with the clients in order to not only carry out his duties, but also to provide suggestions on how to improve client operations. Mr. Worrall's responsibilities at Reznick also include assisting in managing an audit team of about seventy team members. He is responsible in providing evaluations and mentoring to the staff members who work directly and indirectly with him as well as managing the overall productivity of his team.

- **Education**
Bachelors in Business Administration – University of Western Michigan
- **Licenses**
CPA, State of Georgia
CPA, State of Michigan
- **Organizations**
Member, American Institute of Certified Public Accountants
Member, Michigan Association of Certified Public Accountants
Member, Georgia Society of Certified Public Accountants

<p>Atlanta, Georgia 2002 Summit Boulevard Suite 1000 Atlanta, GA 30319 Tel 404.847.9447 Fax 404.847.9495</p>	<p>Austin, Texas 100 Congress Avenue Suite 300 Austin, TX 78701 Tel 512.494.9100 Fax 512.494.9101</p>	<p>Baltimore, Maryland 500 E Pratt Street Suite 200 Baltimore, MD 21202 Tel 410.783.4900 Fax 410.727.0460</p>
<p>Bethesda, Maryland 7700 Old Georgetown Road Suite 400 Bethesda, MD 20814 Tel 301.652.9100 Fax 301.652.1848</p>	<p>Charlotte, North Carolina 309 E Morehead Street Suite 100 Charlotte, NC 28202 Tel 704.332.9100 Fax 704.332.6444</p>	<p>Chicago, Illinois 4711 W Golf Road Suite 200 Skokie, IL 60076 Tel 847.324.7500 Fax 847.324.7501</p>
<p>Los Angeles, California 1888 Century Park East Suite 1625 Los Angeles, CA 90067 Tel 310.843.9700 Fax 310.843.9797</p>	<p>Sacramento, California 400 Capitol Mall Suite 900 Sacramento, CA 95814 Tel 916.442.9100 Fax 916.442.9103</p>	<p>Tysons Corner, Virginia 8045 Leesburg Pike Suite 240 Vienna, VA 2282 Tel 703.744.6700 Fax 703.744.6701</p>

S

Industry

December 7, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

On behalf of Siemens Industry, Inc. - Building Technologies, I am pleased to support the Southeast Energy Efficiency Alliance (SEEA) in its efforts to obtain funding for several local governments through DOE's Retrofit Ramp-Up program. We are an energy performance contractor and renewables technology implementation provider in all of your southeastern states. We have performed energy efficiency projects with cities, counties, states, housing authorities, and the federal government throughout the country with many projects in the southeast. Our project experience includes solar, waste-to-energy, land-fill-gas, waste-water-treatment plants, lighting retrofits, water conservation, building envelope, HVAC retrofits, and control improvements. We will work with you to conduct audits, develop financially viable projects, assist in financing, implement the projects, and perform the M&V to prove the energy and GHG savings.

We applaud your innovative approach to gain commitments from cities, local utilities, state energy offices, and local partners to maximize the resources in a focused approach to address entire neighborhoods and communities. We welcome the opportunity to work with you to service customers within each unit of local government. We are eager to provide the most cost-effective solutions to these customers.

Furthermore your emphasis on workforce development and your affiliations with local universities offer attractive collaborative opportunities. The newly trained workers in these communities would find increased opportunities for employment in the trades we typically employ: HVAC, lighting, building envelope, and controls.

We can jointly announce project awards and completions, and undertake additional joint marketing efforts in your participating cities. We are excited about the major new inroads your proposal portends for cities as engines of energy efficiency and renewables development.

Sincerely yours,



David Snuttjer, Ph.D.
National Business Manager
Siemens Industry, Inc.
Building Technologies
Energy and Environmental Solutions

19 November 2009

Mr. Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Ben:

SmartPower would like to take this opportunity to enthusiastically endorse and support the efforts of the Southeast Energy Efficiency Alliance to receive a DOE award for the current ***Retrofit Ramp-up and General Innovation Fund Programs***. Having followed your planning for this grant application over the past few months, SmartPower is confident that the cities you seek to work with, combined with an outstanding collaboration of companies and organizations is the best possible design to maximize energy efficiency through building retrofit's across the Southeast.

Without question, SmartPower is pleased and honored to be a part of the collaborative that you are designing. As you have repeatedly pointed out to the cities within your bid domain, replicable programs at the scale envisioned by the DOE will only be possible through the following:

- 1) An emphasis on both behavioral and capital investment strategies;
- 2) On the ground support and field marketing within each city;
- 3) A solid revenue stream with a sound lending partner;
- 4) A plan that addresses major barriers through sound and research proven marketing and messaging;
- 5) A substantive and state-of-the-art marketing plan that maximizes creativity, scope, branding and all possible distribution channels;
- 6) And other features too numerous to mention in one letter.

As a national leader in the marketing of clean energy and energy efficiency products and practices, SmartPower is pleased to be a part of the collaboration of organizations in this effort. Specifically, among the many marketing tasks that SmartPower will provide to this project, the following are important to highlight:

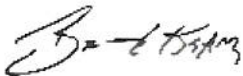
- **Powerful, intuitive, web-based energy advisory software** that engages households and businesses through behavior change best practices and recommends energy actions just like Weight Watcher's.com offers ways to diet and exercise, or Amazon.com recommends books and products;

- **A proven community-based campaign** that motivates consumers to build awareness and drive traffic to the web site. This approach engages local non-profit organizations, faith-based organizations, schools, colleges, utilities and state agencies to support the campaign;
- **An aggressive, highly targeted viral marketing campaign** that leverages social networks such as Facebook, MySpace, and Twitter to drive traffic to the web site and further engage local communities. The viral marketing campaign will also use creative video and content to further drive interest and participation via You Tube and other channels;
- **A campaign that leverages local celebrities.** A proven driver of consumer acceptance, the campaign will seek out and integrate high visibility individuals to serve as energy efficiency ambassadors. As they learn to make better energy choices, they serve as teachers to the residents and businesses across the state;
- **A co-op advertising approach** that will provide additional advertising dollars to support campaign themes and messages, and extend the reach of the campaign through participating retailers, utilities, builders and manufacturers;
- **Incentives, friendly competitions, challenges and rewards** for communities to achieve outstanding success in meeting energy efficiency milestones;
- **Traditional and innovative social media and event strategies** to keep energy efficiency top of mind across demographics and geographic regions;
- **Industry leading measurement, verification and evaluation support** through real-time survey data, advanced deemed savings methodologies, and sophisticated statistical analysis as well as traditional metrics such as site traffic and media penetration.

Ben, we are excited to be a part of this collaboration and our confident that the award winning marketing of SmartPower, coupled with the talents and commitment of other members of this group will provide the DOE with a successful program and the type of replication that is critical for ongoing job growth, cost savings and carbon reduction.

Please do not hesitate to contact me with any questions.

Best regards,



Brian F. Keane
President



December 14, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Dear Secretary Chu,

The Emerald Cities Collaborative (ECC) is a consortium of diverse organizations – businesses, unions, community organizations, development intermediaries, social justice advocates, research and technical assistance providers — united around the goal of “greening” our metropolitan areas in high-road ways that advance equal opportunity, shared wealth, and democracy within them.

ECC’s first project is comprehensively retrofitting America’s urban building stock in ways that radically improve building energy while equitably and locally capturing the related employment, income, wealth, and health effects. With natural variation among cities, the common program of this project across cities will include: comprehensive scope, financial sustainability, labor standards and equitable value capture, independent democratic governance, and local capacity-building to manage this and like successor projects. ECC intends to implement its retrofit program city by city while realizing as many gains as possible from the overall coordination among cities and mutual assistance.

Atlanta is among the first round of cities being targeted for outreach by ECC, and ECC is joining Atlanta in its EECBG application. In addition, ECC proposes to work with the Southeast Energy Efficiency Alliance (SEEA) to promote cross-site learning in the workforce development component of its retrofit efforts across all of its cities. These cities are confronting the same challenges to achieve not only energy independence but also inclusive economic growth and skilled jobs with good wages. Moreover, many cities are facing an influx of opportunity but have little experience or knowledge needed to properly implement programs on the ground. Lessons learned from cities engaged in retrofit programs will be invaluable for other cities coming on line for similar programs. In addition, rigorous evaluation and timely dissemination of lessons will save resources and improve results.

ECC will help SEEA establish a learning network among its cities to support their goals shared with ECC. In particular, we will convene leadership for cross-site learning and collaboration focused on workforce development; link these cities to the national learning networks that we are creating through a publicly available clearinghouse of best practices; offer metrics that allow these cities to share outcomes; and provide guidance documenting lessons and disseminating them to local actors in real-time with easy-to-interpret formats. We propose to initiate this

Emerald Cities Collaborative

PO Box 35556 • Washington, DC 20033 • www.EmeraldCities.org



process as part of the EECBG implementation with a conference of all SEEA cities. This conference will entail additional coordination with the Cambridge Energy Alliance and will be the first step of broader engagement between SEEA and ECC.

The conference will be held in the Southeast and will focus on lessons learned in the early stages of these programs related to workforce development. The three-day conference will seek to both highlight best practices as well as help programs adapt to further incorporate the goals of sustainability, job quality, wealth creation, and equity. Topics to be addressed in the conference include workforce development and how those systems best support and connect to building technology, financing, and other technical aspects of EECBG design. Participants of the conference will be the city Sustainability Directors or others responsible for administering the EECBG as well as up to two additional critical partners from each city. ECC will provide experts in each technical area covered; invite national ECC members with insight into topics addressed; and facilitate working groups and other forms of communication among attendees. We estimate up to 50 participants including presenters. The costs of the conference will be split between ECC and SEEA.

Follow-up activities after the conference between ECC and SEEA could include additional web-conferences; the development of web-tools for shared documentation, calendars, and forums; monitoring progress on goals advanced within the conference; and the engagement of ECC technical experts in the implementation of energy efficiency programs.

Workforce Development Budget for Conference

Content development	20,000
Facilitation and presenters	5,000
Materials	2,000
Hotel	10,000
Travel	20,000
Grd Transp	3,000
Miscellaneous	1,000
Total	\$61,000

Sincerely,

J. Phillip Thompson
Board of Directors
Emerald Cities Collaborative

December 4, 2009

Mr. Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

We welcome the opportunity to support the Southeast Energy Efficiency Alliance on the property assessed clean energy (PACE) program that will be part of your Retrofit Ramp-Up Grant Application to the U.S. Department of Energy.

Renewable Funding has been pleased to work with the States of North Carolina, Louisiana, and Virginia on developing state legislation to enable the PACE program as well as advising on PACE programmatic structures throughout the Southeast Region. We look forward to helping your team implement a PACE program which will complement the retrofit effort in your community and make your program sustainable.

As the only firm in the country with experience both administering and financing PACE programs, Renewable Funding offers unparalleled expertise in helping our partners understand the intricacies of and reduce the risk in carrying out this new financing model for renewable energy and energy efficiency installations. As the summary below demonstrates, we can offer a range of design, administration, and financing services to support your program goals.

Summary of Services

Program Design

1. Design: development of program guidelines, creation of clear underwriting standards, alignment with local goals and policies, and integration with existing programs.
2. Technology: website set-up and customization.
3. Marketing: market demand analysis and promotional and outreach campaign coordination.
4. Resources: assistance applying for state and federal funds/grants.

Administration Design

1. Education & Marketing: development of materials, workshops, and direct outreach.
2. Application Processing: property/project screens and underwriting.
3. Customer Service: addressing property owner and contract questions.
4. On-Going Technology and Reporting Management: tracking of program goals.
5. Origination and Closing Process Management: project quality assurance, closing documentation, and funding disbursement.

Financial Services

1. Adaptable Financing Structures, including micro-bond or pooled bond approaches.
2. Cost Recapture, including via application fee, capitalized expenses, property tax in excess of debt service, installer/contractor fees, and funding from external sources.

Firm Experience

Renewable Funding brings exposure and expertise pioneering the PACE model first in California and now throughout the country. The firm has consulted with many state and local governments, including Arizona, Colorado, Florida, Louisiana, Maine, Missouri, New Mexico, New York, Ohio, Oregon, Texas, Vermont, Virginia, Wisconsin, and others. Renewable Funding is also active on the federal level, having been instrumental in the Congressional clarification extending tax credits to renewable energy financing programs sponsored by local governments. The firm has worked with the U.S. Department of Energy, Environmental Protection Agency, White House, and other federal agencies to develop policy for PACE programs and to assist in building a national model.

Our clients include:

- **Berkeley, California.** Renewable Funding administered and financed the Berkeley program starting in late 2008. The first of its kind, the program received attention internationally. The \$1.5 million pilot program financed solar PV and was met with high participant support, being fully subscribed in 9 minutes. Renewable Funding purchased all bonds associated with the program.
- **Boulder County, Colorado.** Renewable Funding assists Boulder County, which includes the county and 10 incorporated cities, in the administration of its ClimateSmart Loan Program. In the first application round, Boulder's program financed solar and energy efficiency projects for nearly 400 property owners for a total amount of approximately \$7.7 million in financing. Renewable Funding provides origination services for the County.
- **San Francisco, California.** Renewable Funding has been selected to administer and finance the San Francisco Sustainable Financing Program. The firm has worked closely with the City in designing a program that provides financing for renewable and energy efficiency projects for residential and commercial property owners. The program is expected to fund over \$40 million in projects upon its launch in early 2010. Financing partners include New Resource Bank, OneCalifornia Bank, and Stone & Youngberg.
- **CaliforniaFIRST Statewide Financing Program.** Renewable Funding is developing the California-wide program sponsored by the California Statewide Communities Development Authority, a joint powers authority. Over 100 local jurisdictions with over 10 million people are participating in the first phase of the program. Renewable Funding will administer and finance the program, which will organize cities and counties throughout California to achieve economies of scale for the bond issuance. The program will fund renewable energy and energy efficiency projects for residential, commercial

and industrial property owners. The program is currently on a timeline to launch in mid-2010 and is expected to finance over \$1 billion in projects. The Royal Bank of Canada is the underwriter and financing partner for the program.

In addition, our firm has been selected to administer and/or finance programs in:

- Albuquerque, NM;
- Los Angeles County, CA; and
- San Diego, CA.

As a result of our diverse experience, we are familiar with different legal and procedural structures as they evolve in different states and communities.

Financing

Renewable Funding's access to a range of capital sources permits the firm to provide flexible financing plans for our program partners. This allows programs to adjust to market conditions in order to capture the most competitive financing rates, ensuring the lasting success of programs we support. Renewable Funding both delivers our own financing as well as provides financing through partners such as Barclays, Citigroup, and Royal Bank of Canada Capital Markets. In addition, we have built a sophisticated software platform, which keeps costs low and allows property owners to move efficiently through the application and funding process.

We would welcome the opportunity to work together, including with your local partners and governments, to lend our knowledge and experience on PACE to meeting local environmental and workforce development goals.

Best regards,



Cisco DeVries
President



Mimi Frusha
Chief Operating Officer



Bringing Communities Together

Baker • Clay • Duval • Flagler • Nassau • Putnam • St. Johns

December 11, 2009

Mr. Ben Taube
Southeast Energy Efficiency Alliance

Dear Mr. Taube:

The Northeast Florida Regional Council is happy to support the development of the Jacksonville Community Energy Alliance [CEA]. We see this as both a benefit to the Jacksonville area, its residents and businesses and a benefit to the Northeast Florida Region. The Region will benefit from the experience of collaboration that can be easily replicated by providers and stakeholders in the rest of the Region. In addition, many of the stakeholders involved have regional influence, and their participation will make regional efforts to follow easier to implement. We particularly appreciate the goals of widespread impact and reproducibility, and believe this is something the Region needs.

In support of the Jacksonville Area CEA we will do the following.

- Send promotional materials, once available, to a mailing list of more than 70 Planning Directors and Chief Administrative officers in our region
- Provide a link on our Web site
- Provide an overview of the model of the Community Energy Efficiency Alliance to the Regional Community Institute Natural Resources Committee, as they consider a vision for the Region
- Include in our Highlights newsletter
- Provide an update to our Board of Directors, representing the entire seven County Northeast Florida Region
- These services, if purchased, would require retention of a consultant or staff time to facilitate the listed outreach through public processes, estimated at a value of approximately \$1,000 per year.

We look forward to collaborating with you to help make Jacksonville, and the Northeast Florida Region, more energy efficient.

Sincerely,

Brian D. Teeple, AICP
Chief Executive Officer



GE Energy

James N. Suciu
President, Global Sales & Marketing

4200 Wildwood Parkway
Atlanta, GA 30339
USA

T 678 844 6600
F 678 844 6724
james.suciu@ge.com

December 11, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave, SW
Washington, DC 20585

Dear Secretary Chu,

It is with great pleasure that I submit this letter of support for the Southeast Energy Efficiency Alliance application for the EECBG Competitive Program.

GE is pleased to support the proposal developed under the leadership of the Southeast Energy Efficiency Alliance. This initiative will involve residences, commercial buildings, universities, municipal centers, and non-profits and will make a positive impact on the energy usage in over 20 cities in the southeastern United States.

GE or one or more of its affiliates is prepared to provide the following products and/or services for SEEA contingent upon SEEA's receipt of the program funds.

- Energy efficient lighting upgrades
- Appliances
- Motor replacements
- Smart grid system for electricity and water monitoring.

SEEA will use GE's suite of energy efficiency technologies including GE's ecomagination™ products in its program. In partnership with EGIA, GE Money will work with local contractors to provide financing for residential energy efficiency retrofits.

GE is committed to innovation and technology, turning imaginative ideas into sustainable solutions for cities and citizens. We are excited about the opportunity to work with a progressive group such as SEEA, and are looking forward to seeing this program become reality. We see this as an opportunity to create an energy efficiency program that can be replicated across the country.

Please do not hesitate to contact me with any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read 'James N. Suciu'.

James N. Suciu

December 11, 2009

Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Ben;

I am writing this letter today on behalf of Honeywell Utility Solutions in support of your EECBG initiative in the Southeastern United States. Honeywell Utility Solutions is dedicated to helping people and companies manage their energy and water use. We have been implementing resource conservation programs for 30+ years, providing energy and water management services to electric, gas and water utilities. Honeywell offers its clients an array of energy services and technology for: marketing support, program design, installation, IT system management, custom software tools, quality assurance, and a track record of success in delivering hundreds of energy efficiency programs both on time and on budget. We recognize this initiative as a critical approach to improving the quality and security of energy across the grid in the Southeast. Honeywell has quick startup capability across the region and would be able to support an approach that provides consistent, proven energy services to all of the stakeholders involved.

I have included a group of industry-proven programs that we have implemented over the past 30 years as well as a snapshot of our critical program management support systems, and relative experience across SEEA partner areas. Overall, Honeywell has delivered savings, improved comfort, and offered technical assistance to over 9,000,000 utility customers on behalf of more than 100 electric, gas and water utilities, which sets us apart from other market players. We have an integrated approach toward Energy Efficiency which is offered in the market as a turnkey solution. At Honeywell, we can approach the municipal segment in partnership, Honeywell Utility Solutions and Honeywell Building Solutions, as an integrated force covering more comprehensive services to the residential, commercial, and industrial sector than any other group. Our recent smart grid capabilities have also been recognized with Honeywell receiving directly a grant from the DOE for utility and municipal projects. In fact, one of these projects will deploy a smart grid AMI system in the Southeast at the City of Tallahassee where we are already a turnkey provider of both residential and commercial Energy Efficiency services to its customers.

In closing, Honeywell feels it has the correct combination of comprehensive energy services to fully support this initiative on a regional level from concept to completion. We hope this letter of support and capability demonstrates our strengths in this area to all the stakeholders involved in this EECBG application.

Regards,



Steven Alexander
Sales Leader – Southeast
Honeywell Utility Solutions
(845) 658-3180 phone
(845) 656-0282 cell

HONEYWELL'S RELATIVE EXPERIENCE

<p><u>Residential Programs</u></p> <ul style="list-style-type: none"> • Energy Affordability • Energy Star Products • Home Performance with ENERGY STAR® • Multi-family • HVAC Tune-Up / Replacement • New Construction <p><u>Commercial Programs</u></p> <ul style="list-style-type: none"> • Tiered Audit • Lighting Retrofit • HVAC Tune-Up / Optimization / Replacement • Motors and Drives • Niche Markets: Hotel / Commercial Kitchen Restaurant / Retail 	<p><u>Municipal Accounts in SEEA Partner Areas</u></p> <p><u>City of Tallahassee Commercial EE Program</u> Annual Electric Reduction: 3,085,860 KWH CO2 Reduction: 2026 Metric Tonnes</p> <p><u>City of Decatur and DeKalb County</u> Performance Contract with Savings guarantee</p> <p><u>Vistakon – Div. of Johnson & Johnson</u> Annual Electric Reduction: 1,000,000 KWH Located in Jacksonville, FL</p> <p><u>City of Suffolk Virginia</u> EECBG Funded Annual Electric Reduction: 942,453 KWH</p> <p><u>Other Accounts in SEEA Partner Areas</u> 17 with Honeywell Building Automation 70 with Honeywell Building Solutions</p> <p><u>Honeywell Utility Programs in SEEA Partner Areas</u></p> <p><u>Florida Power & Light</u> • 4.5 million meter AMI deployment</p> <p><u>Dominion Virginia</u> • Residential Programs</p> <p><u>Jacksonville Energy Authority</u> • Meter Services</p>
<p><u>Turnkey Support Services</u></p> <ul style="list-style-type: none"> • Program Marketing • Field Installation • IT System • Customer Care Center • Rebate Processing • Quality Control • Program Management 	

APPENDIX A. Budget									
Year 1									
Clean Energy Solutions									
Task	Principal Investigator		Program Manager		Program Analyst		Renewables Consult		Grand Total
	Hr. Rate	Hours	Hr. Rate	Hours	Hr. Rate	Hours	Hr. Rate	Hours	
1. Assist TA Needs/Mgt Consultants	\$ 165.00	60	\$ 165.00	40	\$ 165.00	60	\$ 150.00	24	\$ 26,700.00
2. Assist city NPO start-ups		100		60		40		0	\$ 30,800.00
3. Work on Program Designs		80		16		60		0	\$ 22,400.00
4. Assist Marketing Strategy		80		13,200		100		0	\$ 25,850.00
5. Assist EPC for Large Bldgs		12		1,980		80		10	\$ 36,180.00
6. Assist L-T revenue strategy		40		6,600		8		24	\$ 25,000.00
7. Assess Renewables/Assist financing									
TOTAL		372		298		328		144	\$ 167,030.00
Travel: 12 flights @ 600									
Per Diem 20 Days \$250									
Grand Total									
APPENDIX A. Budget									
Year 2									
Clean Energy Solutions									
Task	Principal Investigator		Program Manager		Program Analyst		Renewables Consult		Grand Total
	Hr. Rate	Hours	Hr. Rate	Hours	Hr. Rate	Hours	Hr. Rate	Hours	
1. Assist TA Needs/Mgt Consultants	\$ 166.00	48	\$ 166.00	16	\$ 166.00	30	\$ 151.00	0	\$ 13,837.14
2. Assist city NPO start-ups		80		60		80		0	\$ 31,980.00
3. Work on Program Designs		24		3,960		0		0	\$ 17,600.00
4. Assist Marketing Strategy		40		6,600		70		0	\$ 27,570.00
5. Assist EPC for Large Bldgs									
6. Assist L-T revenue strategy									
7. Assess Renewables/Assist financing									
TOTAL		192		180		180		120	\$ 90,987.14
Travel: 12 flights @ 601									
Per Diem 20 Days \$251									
Grand Total									
APPENDIX A. Budget									
Year 3									
Clean Energy Solutions									
Task	Principal Investigator		Program Manager		Program Analyst		Renewables Consult		Grand Total
	Hr. Rate	Hours	Hr. Rate	Hours	Hr. Rate	Hours	Hr. Rate	Hours	
1. Assist TA Needs/Mgt Consultants	\$ 165.00	24	\$ 165.00	16	\$ 165.00	100	\$ 150.00	0	\$ 17,600.00
2. Assist city NPO start-ups		12		60		60		0	\$ 25,680.00
3. Work on Program Designs		65		10,725		65		0	\$ 31,075.00
4. Assist Marketing Strategy									
5. Assist EPC for Large Bldgs									
6. Assist L-T revenue strategy									
7. Assess Renewables/Assist financing									
TOTAL		101		156		225		80	\$ 74,355.00
Travel: 8 flights @ 600									
Per Diem 12 Days \$250									
Subtotal Travel									
Total									

ECBG Budget

Category		Hourly Rate	Year 1		Year 2	
			Hours	Dollars	Hours	Dollars
Facility Strategies Group, LLC						
Principal Engineer		\$140.00	180	\$ 25,200	180	\$ 25,200
Engineer		\$120.00	200	\$ 24,000	200	\$ 24,000
Labor Total			380	\$ 49,200	380	\$ 49,200
ODC				\$ 800		\$ 800
TOTAL				\$ 50,000		\$ 50,000



December 14, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Dear Secretary Chu,

The Emerald Cities Collaborative (ECC) is a consortium of diverse organizations – businesses, unions, community organizations, development intermediaries, social justice advocates, research and technical assistance providers — united around the goal of “greening” our metropolitan areas in high-road ways that advance equal opportunity, shared wealth, and democracy within them.

ECC’s first project is comprehensively retrofitting America’s urban building stock in ways that radically improve building energy while equitably and locally capturing the related employment, income, wealth, and health effects. With natural variation among cities, the common program of this project across cities will include: comprehensive scope, financial sustainability, labor standards and equitable value capture, independent democratic governance, and local capacity-building to manage this and like successor projects. ECC intends to implement its retrofit program city by city while realizing as many gains as possible from the overall coordination among cities and mutual assistance.

Atlanta is among the first round of cities being targeted for outreach by ECC, and ECC is joining Atlanta in its EECBG application. In addition, ECC proposes to work with the Southeast Energy Efficiency Alliance (SEEA) to promote cross-site learning in the workforce development component of its retrofit efforts across all of its cities. These cities are confronting the same challenges to achieve not only energy independence but also inclusive economic growth and skilled jobs with good wages. Moreover, many cities are facing an influx of opportunity but have little experience or knowledge needed to properly implement programs on the ground. Lessons learned from cities engaged in retrofit programs will be invaluable for other cities coming on line for similar programs. In addition, rigorous evaluation and timely dissemination of lessons will save resources and improve results.

ECC will help SEEA establish a learning network among its cities to support their goals shared with ECC. In particular, we will convene leadership for cross-site learning and collaboration focused on workforce development; link these cities to the national learning networks that we are creating through a publicly available clearinghouse of best practices; offer metrics that allow these cities to share outcomes; and provide guidance documenting lessons and disseminating them to local actors in real-time with easy-to-interpret formats. We propose to initiate this

Emerald Cities Collaborative

PO Box 35556 • Washington, DC 20033 • www.EmeraldCities.org



process as part of the EECBG implementation with a conference of all SEEA cities. This conference will entail additional coordination with the Cambridge Energy Alliance and will be the first step of broader engagement between SEEA and ECC.

The conference will be held in the Southeast and will focus on lessons learned in the early stages of these programs related to workforce development. The three-day conference will seek to both highlight best practices as well as help programs adapt to further incorporate the goals of sustainability, job quality, wealth creation, and equity. Topics to be addressed in the conference include workforce development and how those systems best support and connect to building technology, financing, and other technical aspects of EECBG design. Participants of the conference will be the city Sustainability Directors or others responsible for administering the EECBG as well as up to two additional critical partners from each city. ECC will provide experts in each technical area covered; invite national ECC members with insight into topics addressed; and facilitate working groups and other forms of communication among attendees. We estimate up to 50 participants including presenters. The costs of the conference will be split between ECC and SEEA.

Follow-up activities after the conference between ECC and SEEA could include additional web-conferences; the development of web-tools for shared documentation, calendars, and forums; monitoring progress on goals advanced within the conference; and the engagement of ECC technical experts in the implementation of energy efficiency programs.

Workforce Development Budget for Conference

Content development	20,000
Facilitation and presenters	5,000
Materials	2,000
Hotel	10,000
Travel	20,000
Grd Transp	3,000
Miscellaneous	1,000
Total	\$61,000

Sincerely,

J. Phillip Thompson
Board of Directors
Emerald Cities Collaborative

Applicant Name: SmartPower - Cumulative Budget

Award Number: _____

OMB Approval No. 0348-0044

Budget Information - Non Construction Programs

Section A - Budget Summary						
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. Marketing	DE-FOA-0000148			\$199,960		\$199,960
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$0	\$0	\$199,960	\$0	\$199,960
Section B - Budget Categories						
6. Object Class Categories						
		(1)	(2)	(3)	(4)	Total (5)
a. Personnel		\$69,300				\$69,300
b. Fringe Benefits		\$18,018				\$18,018
c. Travel		\$4,560				\$4,560
d. Equipment		\$0				\$0
e. Supplies		\$0				\$0
f. Contractual		\$46,000				\$46,000
g. Construction		\$0				\$0
h. Other		\$36,000				\$36,000
i. Total Direct Charges (sum of 6a-6h)		\$173,878			\$0	\$173,878
j. Indirect Charges		\$26,082				\$26,082
k. Totals (sum of 6i-6j)		\$199,960			\$0	\$199,960
7. Program Income						
						\$0

Section C - Non-Federal Resources						
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
8.						\$0
9.						\$0
10.						\$0
11.						\$0
12. Total (sum of lines 8 - 11)		\$0	\$0			\$0
Section D - Forecasted Cash Needs						
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
13. Federal						
14. Non-Federal	\$0					
15. Total (sum of lines 13 and 14)	\$0	\$0	\$0	\$0	\$0	
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project						
(a) Grant Program	Future Funding Periods (Years)					
	(b) First	(c) Second	(d) Third	(e) Fourth		
16. Marketing	\$99,980	\$99,980				
17.						
18.						
19.						
20. Total (sum of lines 16-19)	\$99,980	\$99,980	\$99,980			\$0
Section F - Other Budget Information						
21. Direct Charges	22. Indirect Charges					
\$173,878	\$26,082					
23. Remarks						

Instructions for the SF-424A

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program **requiring** budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column (a)** and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

Applicant Name: SmartPower - YEAR 1

Award Number: _____

Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary					New or Revised Budget		
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds			Federal (e)	Non-Federal (f)	Total (g)
		Federal (c)	Non-Federal (d)				
1. Marketing	DE-FOA-0000148				\$99,980		\$99,980
2.							\$0
3.							\$0
4.							\$0
5. Totals		\$0	\$0		\$99,980	\$0	\$99,980
Section B - Budget Categories							
Grant Program, Function or Activity				Total (5)			
		(1)	(2)	(3)	(4)		
6. Object Class Categories							
a. Personnel		\$34,650					\$34,650
b. Fringe Benefits		\$9,009					\$9,009
c. Travel		\$2,280					\$2,280
d. Equipment							\$0
e. Supplies							\$0
f. Contractual		\$23,000					\$23,000
g. Construction							\$0
h. Other		\$18,000					\$18,000
i. Total Direct Charges (sum of 6a-6h)		\$86,939				\$0	\$86,939
j. Indirect Charges		\$13,041					\$13,041
k. Totals (sum of 6i-6j)		\$99,980				\$0	\$99,980
7. Program Income							\$0

Section C - Non-Federal Resources						
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
8.						\$0
9.						\$0
10.						\$0
11.						\$0
12. Total (sum of lines 8 - 11)	\$0	\$0	\$0			\$0
Section D - Forecasted Cash Needs						
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
13. Federal	\$99,980	\$24,995	\$24,995	\$24,995	\$24,995	
14. Non-Federal	\$0					
15. Total (sum of lines 13 and 14)	\$99,980	\$24,995	\$24,995	\$24,995	\$24,995	
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project						
(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth		
16. Marketing & Outreach	\$99,980					
17.						
18.						
19.						
20. Total (sum of lines 16-19)	\$99,980	\$0	\$0		\$0	
Section F - Other Budget Information						
21. Direct Charges						
\$86,939	22. Indirect Charges					
	\$13,041					
23. Remarks						

Instructions for the SF-424A

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program **requiring** budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column (a)** and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Page 7 of 12

Authorized for Local Reproduction

Previous Edition Usable

SF-424A (Rev. 4-92)
Prescribed by OMB Circular A-102

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

Applicant Name: SmartPower - YEAR 2

Award Number: _____

Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary										
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget			Total (g)			
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)					
1. Marketing	DE-FOA-0000148			\$99,980			\$99,980			
2.							\$0			
3.							\$0			
4.							\$0			
5. Totals		\$0	\$0	\$99,980	\$0		\$99,980			
Section B - Budget Categories										
6. Object Class Categories	Grant Program, Function or Activity						Total (5)			
	(1)	(2)	(3)	(4)						
a. Personnel		\$34,650					\$34,650			
b. Fringe Benefits		\$9,009					\$9,009			
c. Travel		\$2,280					\$2,280			
d. Equipment		\$0					\$0			
e. Supplies		\$0					\$0			
f. Contractual		\$23,000					\$23,000			
g. Construction		\$0					\$0			
h. Other		\$18,000					\$18,000			
i. Total Direct Charges (sum of 6a-6h)		\$86,939				\$0	\$86,939			
j. Indirect Charges		\$13,041					\$13,041			
k. Totals (sum of 6i-6j)		\$99,980				\$0	\$99,980			
7. Program Income							\$0			

Section C - Non-Federal Resources						
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
8.						\$0
9.						\$0
10.						\$0
11.						\$0
12. Total (sum of lines 8 - 11)		\$0		\$0		\$0
Section D - Forecasted Cash Needs						
	Total for 2nd Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
13. Federal	\$99,980	\$24,995	\$24,995	\$24,995	\$24,995	
14. Non-Federal	\$0					
15. Total (sum of lines 13 and 14)	\$99,980	\$24,995	\$24,995	\$24,995	\$24,995	
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project						
(a) Grant Program		Future Funding Periods (Years)				
		(b) First	(c) Second	(d) Third	(e) Fourth	
16. Marketing & Outreach						
17.						
18.						
19.						
20. Total (sum of lines 16-19)		\$0			\$0	\$0
Section F - Other Budget Information						
21. Direct Charges						
\$86,939						
22. Indirect Charges						
\$13,041						
23. Remarks						